

# ACQ 451

## Integrated Acquisition for Decision Makers

**T**his specific action-based-learning course exposes DoD acquisition workforce members to several perspectives for identifying the acquisition interface challenges and for developing strategies for improving integration throughout the acquisition environment. Participants will gain a wider field of view toward integrated acquisition. DoD leadership has long stressed the criticality of collaboration among functional disciplines and decision making that considers a total life-cycle focus. Increasingly, program success also depends upon close collaboration among the acquisition, requirements, budgeting, and science and technology communities. They need to work within a system of systems architecture, and the emphasis on increased joint and international cooperation adds further complexity to the acquisition environment. This course spans all of these dimensions of integrated acquisition. Participants will explore integration challenges through simulations, exercises, case studies, and guided discussions and will develop their own tailored integration strategies. Participants will gain a wider field of view toward integrated acquisition.

**Objectives:** Participants who successfully complete this course will be able to:

- recognize the challenges of, and opportunities for, integrated acquisition associated with their own environments; and
- formulate tailored strategies to promote effective integration and collaboration both within and outside of their organizations.

**Who Should Attend:** This course is for military officers, O-4 through O-6, and civilians, GS-13 through GS-15 or equivalent, who are Level III certified in any DAWIA career field and have 3 to 5 years of acquisition experience at Level III. Industry and allied participants are eligible and encouraged to attend on a space-available basis.

**Prerequisites:** DAWIA Level III certification in at least one acquisition career field and at least 3 to 5 years of Level III experience. Industry and allied participants should have at least 3 to 5 years of acquisition experience.

**Length:** 3 class days plus approximately 3 to 4 hours of pre- and post-course work.

**Method of Delivery:** Resident/Local



**PDS Code:** ADV

# ACQ 452

## Forging Stakeholder Relationships

**F**orging Stakeholder Relationships exposes DoD acquisition workforce members to the methods and skills necessary to identify, assess, and promote the building of stakeholder relationships required for success in the acquisition environment. Experiential activities will include a precourse stakeholder assessment, simulation, communication, and critical thinking activities—all facilitating the development of the participant's own tailored stakeholder action plan. Participants will be able to build ownership across the enterprise.

**Objectives:** Participants who successfully complete this course will be able to:

- apply a stakeholder model for their current or future program assignments;
- discuss how to meet stakeholder expectations and communicate effectively relative to constraints and DoD guidance; and
- develop an action plan to promote more effective stakeholder relationships in an acquisition environment.

**Who Should Attend:** Civilians, GS 13 through 15 (or equivalent) or military, O4 through O6, who are Level III certified in any DAWIA career field and have 3 to 5 years of acquisition experience at Level III. Industry and allied participants are eligible and encouraged to attend on a space-available basis.

**Prerequisites:** DAWIA Level III certification in at least one acquisition career field and at least 3 to 5 years of Level III experience. Industry and allied participants should have at least 3 to 5 years of acquisition experience.

**Length:** 3 class days plus approximately 4 to 6 hours of pre- and post-course work.

**Method of Delivery:** Resident/Local



**PDS Code:** AC0